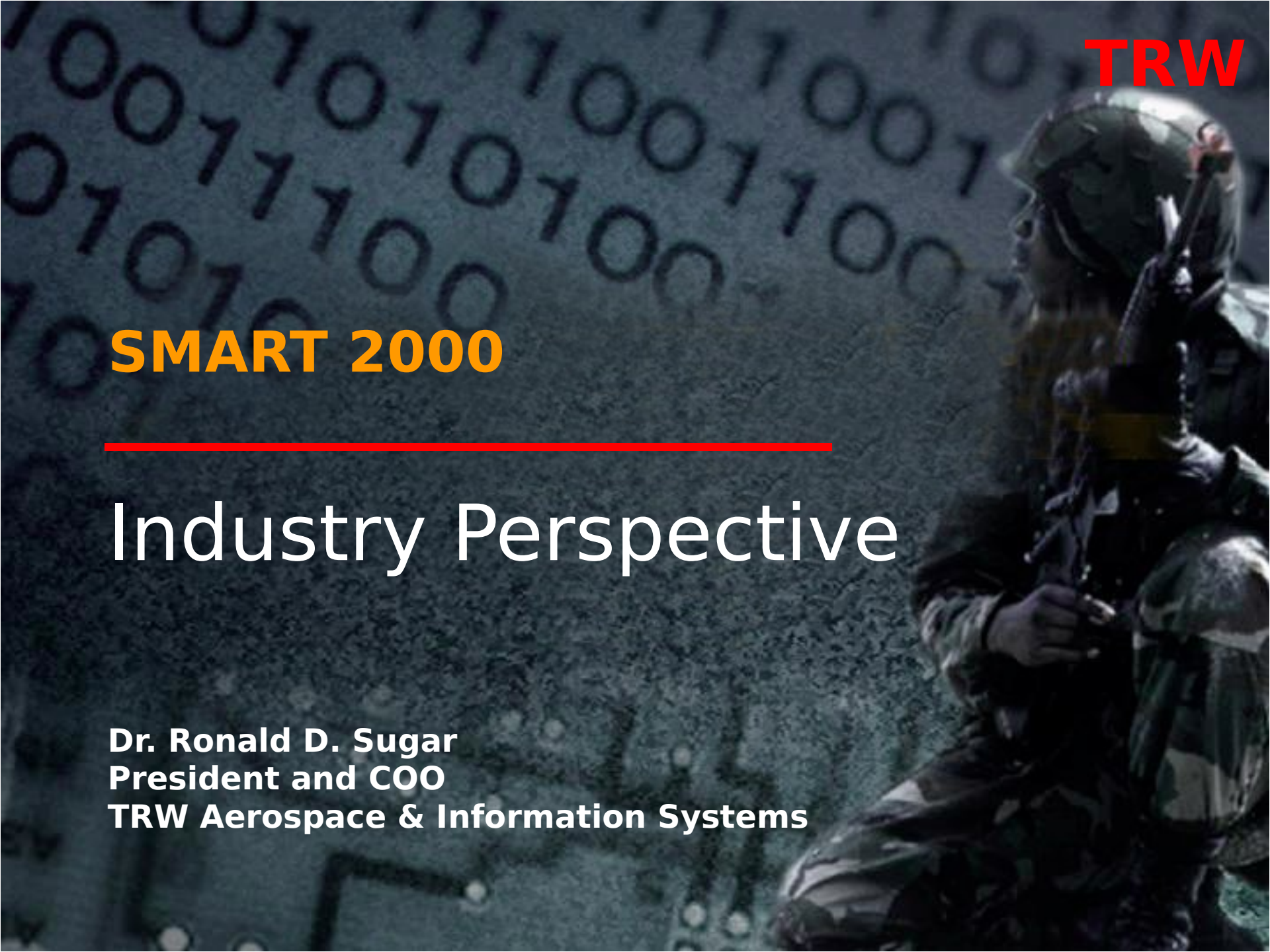


SMART 2000

Industry Perspective

Dr. Ronald D. Sugar
President and COO
TRW Aerospace & Information Systems

The SMART Challenge

- Must transform the Army to the new Vision
- Can’t do it the old way
- SMART provides the wherewithal

Some Key Tenets of SMART

- Co-evolution of Requirements
  - Rapid Prototyping
  - Concurrent user interaction in design/simulation process
- Pervasive application of modern information technology and tools
  - Modeling and simulation provides the leverage
- Total system complexity demands SMART approach
  - No other viable alternative

SMART Acquisition: Good for the Army and the Taxpayer

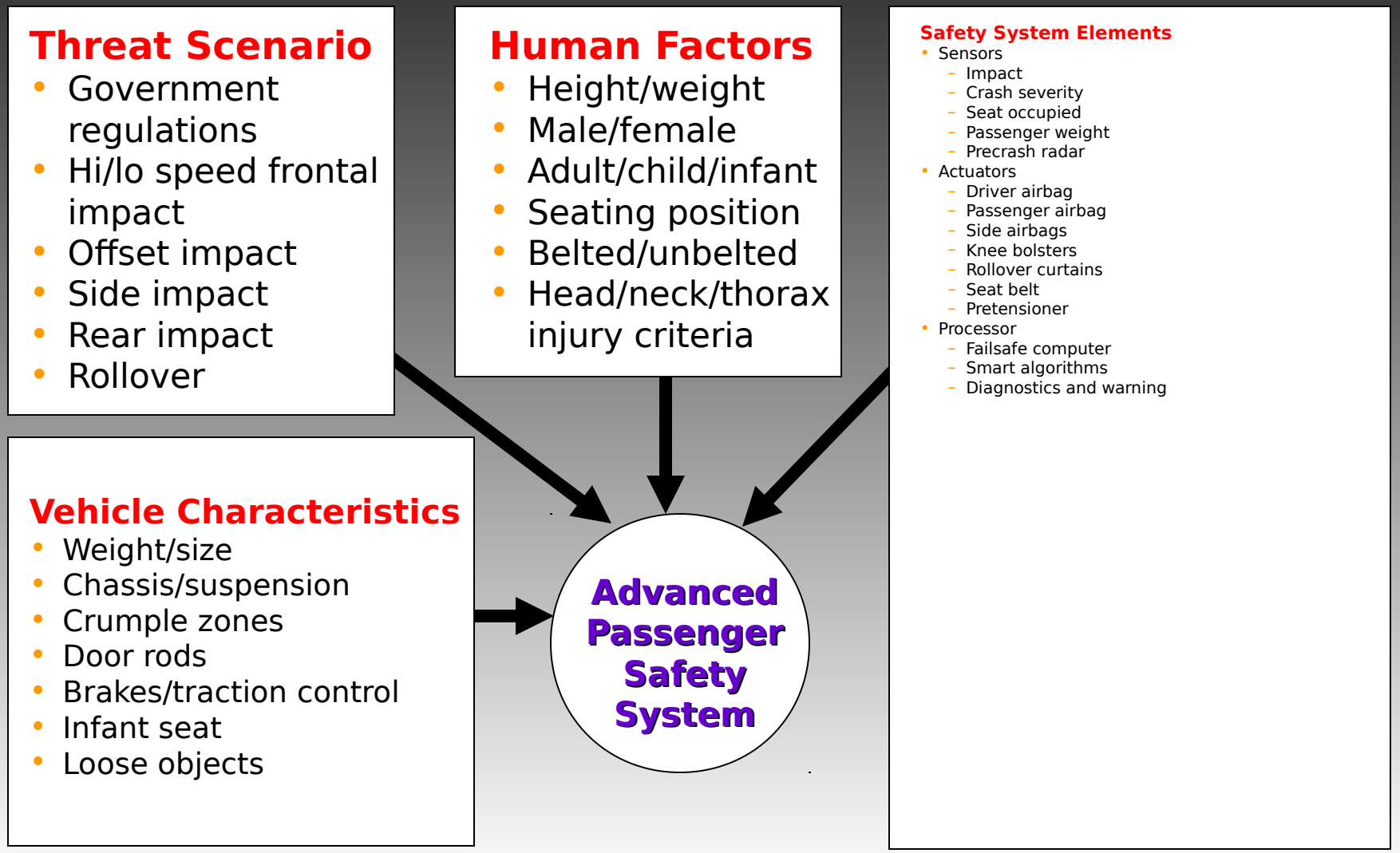
- Recent experience with digitization demonstrated the need for evolutionary design & development
- SMART empowers the evolutionary approach
- SMART can provision soldiers trial tested-Tactical Doctrine & Unit Training Programs when new systems are fielded

Automotive Industry Example

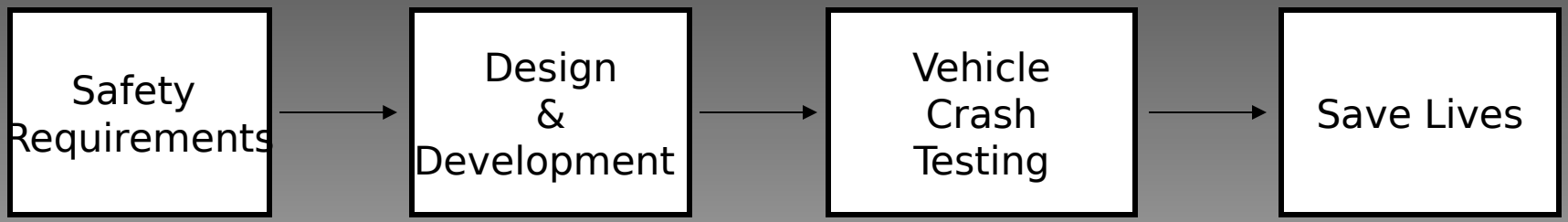
Designing A Passenger Safety System

- Challenge - Deploy a passenger safety system which is
  - Reliable
  - Affordable
  - Anticipates wide range of physical conditions
  - Anticipates human factors

Simulation & Modeling is Critical to System Design



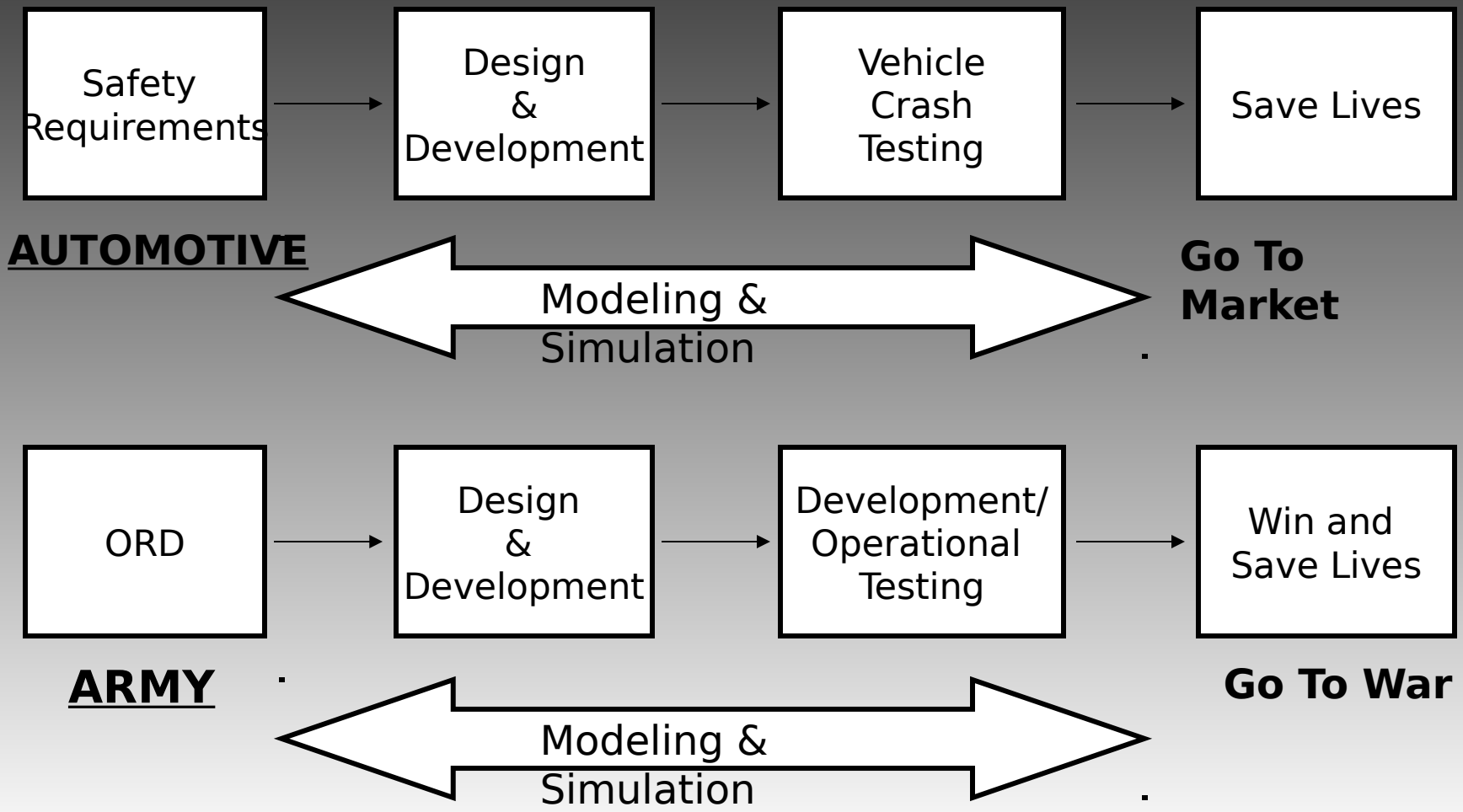
Auto Industry/Army Analogy



AUTOMOTIVE

Go To Market

Auto Industry/Army Analogy



Army Example-FBCB2

- The Challenge
  - Leverage information superiority as the decisive factor in battle
- Requirement
  - Bring all relevant information to bear on the outcome of the battle
  - Move the information as fast as the Army can move
- Design & Develop
  - Use the best practices of SMART in developing the system
    - Testing lessons learned, Leadership insights
- Result
  - The Army has moved quickly to develop and deploy FBCB2

FBCB2

Video

Army/Industry Partnership

- Communicate
  - Candid/Timely/Constructive
- Collaborate
  - The Secretary & the Chief have set the tone
- Execute
  - “No one ever built their reputation talking about what they were going to do.” Henry Ford

We in industry get the message

General Schriever and Dr. Ramo (1953)